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ABSTRACT

This unit, one in a series of packets of teacher and student materials for cooperative occupational education (COE) designed for special needs students, is intended to make students aware of how each individual's interests, aptitudes, values, and personality can affect career choices. Each unit will probably require more than a single period of instruction. Instructor materials include performance objectives (unit and specific objectives), suggested activities for teacher and students, supplemental activities, a list of instructional materials included in the unit and additional references, information topic sheets, a key to the unit review, and transparency masters. Contents of the package of student materials are unit objectives, information topic sheets (one sheet for each topic covered in the unit), assignment sheets for each information topic, and a unit review. This unit provides material on five information topics: the importance of knowing oneself, interests, aptitudes or abilities, values, and personality. (YLB)

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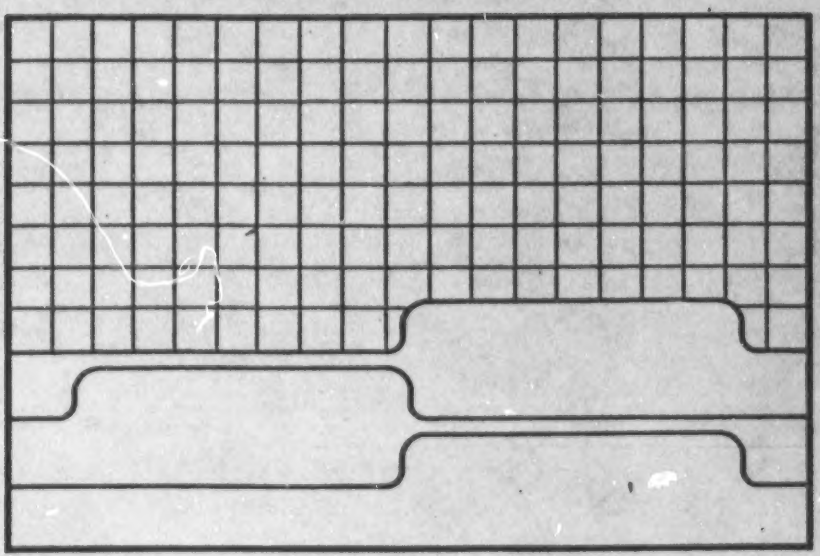
ED234243

Cooperative Occupational Education

Instructor Material

and Student Material

Unit 4
Learning About Yourself



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INSTRUCTOR

COURSE TITLE - COOPERATIVE OCCUPATIONAL EDUCATION

SECTION B - DEVELOPING GOALS FOR WORK

UNIT - 4: **LEARNING ABOUT YOURSELF**

UNIT OBJECTIVES

This unit will make students aware of how each individual's interests, aptitudes, values, and personality can affect career choices. Consideration of these factors when setting career goals is emphasized.

SPECIFIC OBJECTIVES

1. Define interests, aptitudes, values, and personality.
2. Identify your interests and some careers those interests could lead to.
3. Match aptitudes and abilities with occupations.
4. Recognize values related to work and your personal life.
5. Develop your own personality profile.

SUGGESTED ACTIVITIES

I. Instructor

A. Prepare transparencies

B. Discuss objectives

C. Discuss Information Topics (IT 4-1, IT 4-2, IT 4-3, IT 4-4, IT 4-5)

D. Review Assignment Sheets (AS 4-1, AS 4-2, AS 4-3, AS 4-4, AS 4-5)

E. Administer and evaluate unit review

F. Optional Activities:

1. Meet with the school counselor to discuss administering the following to the students:

a. Interest inventory

b. General aptitude test

c. Attitude test

d. Personality profile

e. General intelligence test

Students should compare the results of these tests with what they have developed on their own in this unit and then discuss similarities and/or differences and how the results of the tests can be used to set career goals.

II. Student

A. Read and discuss unit objectives

B. Read and discuss Information Topics

C. Complete Assignment Sheets

D. Review and discuss Assignment Sheets

E. Complete unit review

INSTRUCTIONAL MATERIALS

I. Included in this unit.

A. Objective Sheet

B. Information Topic Sheets

1. IT 4-1: The Importance of Knowing Yourself
2. IT 4-2: Your Interests
3. IT 4-3: Your Aptitudes or Abilities
4. IT 4-4: Your Values
5. IT 4-5: Your Personality

C. Transparency Masters

1. TM 4-1: Learning About Yourself

D. Assignment Sheets - What You Have Learned About

1. AS 4-1: The Importance of Knowing Yourself
2. AS 4-2: Your Interests
3. AS 4-3: Your Aptitudes or Abilities
4. AS 4-4: Your Values
5. AS 4-5: Your Personality

E. Unit Review and Key.

II. References

A. Atherton, J. C. and A. Mumphrey. Essential Aspects of Career Planning and Development. Danville, IL: Interstate Printers and Publishers, Inc., 1969.

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F. Getting Your Foot in the Door: Employability Skills, Volume I. Albany, NY: New York State University, 1982.

G. Henry, W. E., Exploring Your Personality. Chicago: Science Research Associates, Inc.

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I. Winefordner, D. W. Exploring Career Decision Making. Bloomington, IL: McKnight Publishing Co., Inc., 1978.

J. Your Personality: The You Others Know. Pleasantville, NY: Guidance Associates, 1969. (teacher guide, filmstrips, records)

K. Personal Development Transparencies. Cincinnati, OH: South-Western Publishing Co., 1970. (transparencies, teacher guide)

L. Aptitudes and Occupations. Chicago: Coronet Films, 1964. (film)

M. A Career for Tomorrow. American Learning Systems, Inc., 1976. (filmstrip)

N. The Changing Work Ethic. Pleasantville, NY: Guidance Associates, 1973. (teacher guide, filmstrips, records)

O. Finding and Getting a Job. Chicago: Society for Visual Education, Inc., 1974. (filmstrip)

LEARNING ABOUT YOURSELF

UNIT 4

I. The Importance of Knowing Yourself (IT 4-1) (TM 4-1) (AS 4-1)

A. Setting career goals should be a systematic process.

B. Career goals should be realistic; they should be achievable.

C. Career goals should reflect the individual's interests, aptitudes, values, and personality.

D. Job satisfaction reflects how well the occupation matches the individual's physical, mental, and emotional makeup.

E. Various job classification systems identify the physical, mental, and/or emotional requirements necessary for satisfactory performance and thus allow for a person-job match.

II. Your Interests (IT 4-2) (AS 4-2)

A. Interests are activities that individuals repeatedly turn their attention to.

B. Interests have a decisive influence on behavior and our choice of occupations and/or careers.

C. Interests furnish purpose to life. They keep us occupied, busy and happy.

D. A variety of interests promotes mental well-being.

E. Interests are the result of satisfying experiences.

F. Interests can be permanent or they can change over one's lifetime. They can be developed at any time in life.

G. Interests are related to growth and development.

H. Interests are related to activities that involve information, people or things; they can be physically or mentally oriented; and are usually pursued in either an indoor or outdoor atmosphere.

III. Your Aptitudes or Abilities (IT 4-3) (AS 4-3)

A. Interest is not the only criterion that must be considered when setting career goals.

B. Aptitude, or the ability to do a particular thing, should be considered when setting career goals.

C. Aptitudes facilitate learning.

D. The degree and variety of aptitude varies with each individual.

E. Aptitudes can be classified as physical, mental, or social.

IV. Your Values (IT 4-4) (AS 4-4)

A. A value is a condition or situation that one finds agreeable.

B. Values vary with individuals but are often shared.

C. Values may be specific or general, and influence behavior.

D. Values also influence one's selection of an occupation. A person is more likely to be successful in an occupation that offers the opportunity to perform tasks consistent with his/her values.

E. Values are learned behavior.

F. Maturation usually brings about a change in values.

G. Values can be personal and/or work related.

V. Your Personality (IT 4-5) (AS 4-5)

A. An individual's personality is comprised of emotional, behavioral, temperamental, physical and mental traits or characteristics.

B. Personality influences how a person appeals to others.

C. Personality is revealed by an individual's behavior and approach to life.

D. Personality can be reflected in our choice of occupations or careers.

LEARNING ABOUT YOURSELF

UNIT 4

KEY TO UNIT REVIEW

1. 1. 2
   2. 4
   3. 1
   4. 3

B. 1. T
   2. F
   3. F
   4. F
   5. F
   6. T
   7. T
   8. F
   9. F
   10. T

C. Answers will vary.

Learning About Yourself:
Who Are You?

PERSONALITY
How You Feel,
Think, Act, and Look

INTEREST:
Things You Like To Do

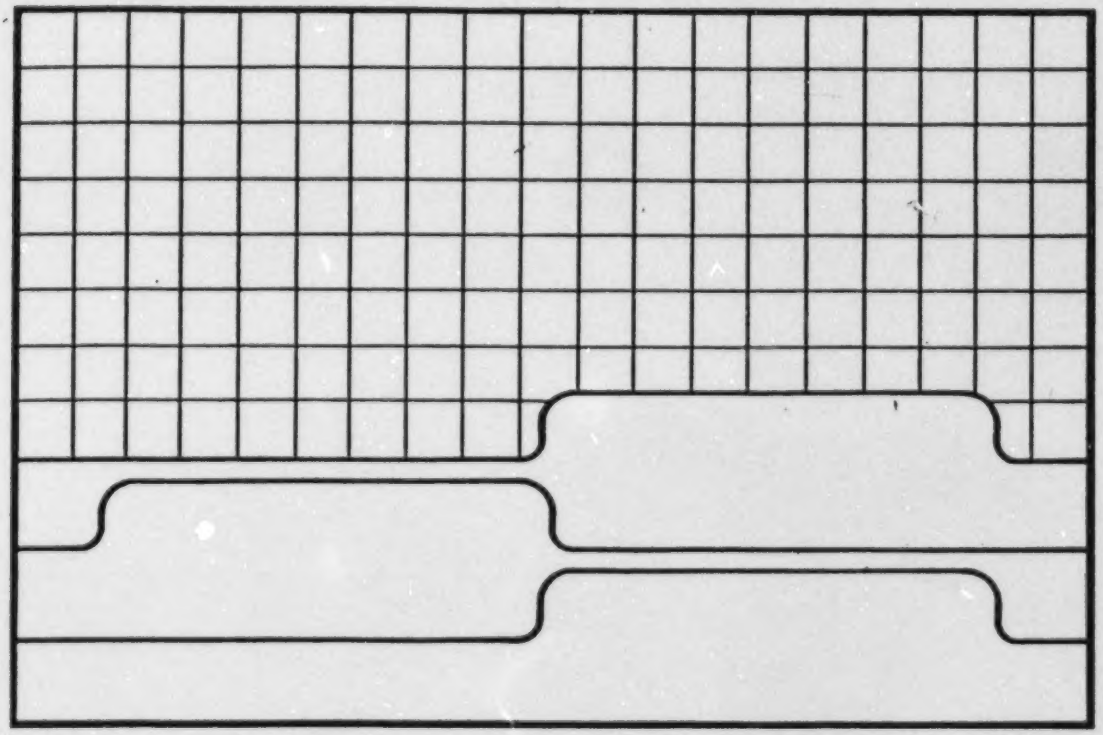
APTITUDES
Things You Can Do
Ability To Learn

VALUES:
Things You Think
Are Important In
Life

Think of one example of each of the above characteristics that makes you who you are.

Cooperative Occupational Education
student material

Unit 4
Learning About Yourself



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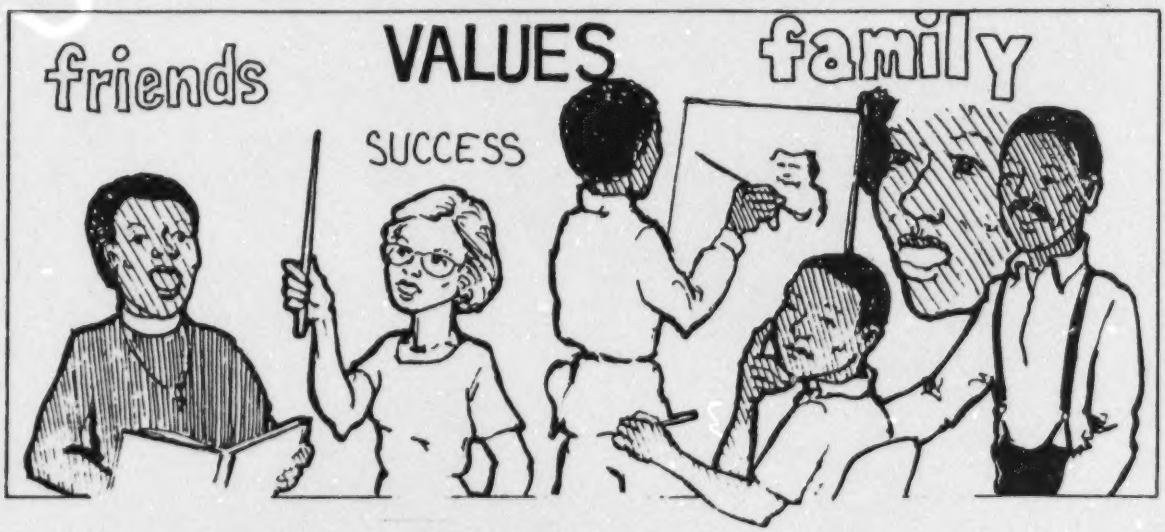
Learning About Yourself

After completing this unit, you will be able to:

- Define interests, aptitudes, values, and personality.
- Identify your interests and some careers those interests could lead to.
- Match aptitudes and abilities with occupations.
- Recognize values related to work and your personal life.
- Develop your own personality profile.



Introduction

This unit will make you more aware of your interests, aptitudes, and values. Understanding what interests, aptitudes and values are and how they affect your career choices are looked at in this unit. You will do some assignment sheets to help figure out where your interests are and what your likes and dislikes are.

What You Should Know About
The Importance of Knowing Yourself

You have learned how important it is to set career goals. Your career goals should be realistic and possible for you to achieve.

Your career goal should also be something that you will be satisfied with when you achieve it.

Knowing yourself, your interests, aptitudes, values, and your personality will help you set realistic career goals. It will also help identify what career goals will satisfy you.

INTERESTS
Are things you like to do.

4-2

APTITUDES
Are things you can do, or the ability to learn to do things.

VALUES
Are things you think are important in life.

PERSONALITY
Is a combination of the way you look, think, feel, and act.

All these qualities affect the careers you will choose.

You should think about how you want to live 10, 20, or even 30 years from now. What will you want to be doing? Where will you want to be living? What kind of life will satisfy you? Do some day dreaming!

AS 4-1

What You Have Learned About
The Importance of Knowing Yourself

A. This assignment will let you do some dreaming about your future; put down your dreams about what you want to do and how you want to live. Dream a little, it could come true!

What Will You Be Doing. . .

	LIVING WHERE?	DOING WHAT?	MAKING HOW MUCH MONEY?
ONE YEAR FROM NOW			
FIVE YEARS FROM NOW			
TEN YEARS FROM NOW			
TWENTY YEARS FROM NOW			

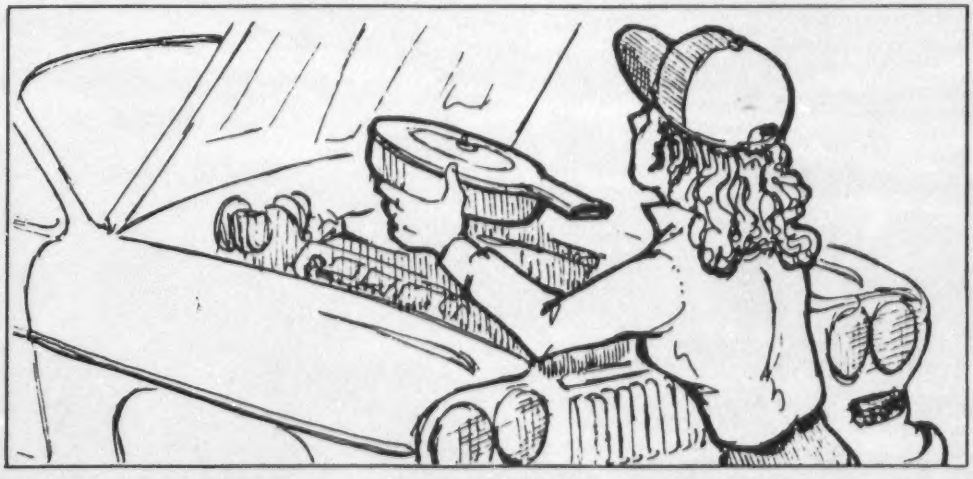
4-4

What You Should Know About **Your Interests**

Your interests, or the things you like to do, can help you make decisions about career goals. They give you a better understanding of yourself.

Think about the things you like to do. Do you have any hobbies? What do you like to do in your spare time? Are there classes in school that you enjoy? What school activities interest you? Make a list of your INTERESTS.

Now think about things that you would like to do but haven't done. Make a list of these also. These are things that you should try. You may find that you like to do them and you can develop new interests.



The more interests you have, the better you will be able to identify the type of work you will want for a career. A hobby, for example, could lead to a career in that area of interest.

You can also identify your interests by thinking about situations you enjoy.

- Do you enjoy activities that involve you with people?
- Do you like indoor or outdoor activities?
- Do you like activities that involve working with things?
- Are you interested in activities that involve information, ideas, or numbers?
- What work activities can you associate with your interests?

What You Have Learned About **Your Interests**

If you answer the questions, you will find some careers that might be for you.

Directions: Circle one answer (the A, B, or C) for each of the following questions.

1. At a party, I would rather:
   - A. eat
   - B. dance
   - C. talk
2. If given a choice, the group of classes that I would select would be :
   - A. science, industrial arts, and art
   - B. social studies, team sports, and music
   - C. math literature, and history
3. I feel sorry for people who lived 200 years ago because they did not have good:
   - A. houses
   - B. hospitals
   - C. schools
4. When I get a gift or a gadget that needs to be put together, I usually:
   - A. figure it out for myself
   - B. ask for help
   - C. read the instructions
5. The friends that I see away from school are:
   - A. the same friends that I see in school
   - B. different from the friends that I see in school
   - C. few--I don't see many friends away from school
6. I get most of my news from:
   - A. television
   - B. other people
   - C. newspapers
7. When I am in a new place, I look at:
   - A. the buildings and cars
   - B. the people
   - C. the signs and advertisements
8. The types of books that I prefer are:
   - A. adventure stories and "how-to-do-it" books
   - B. biographies and novels
   - C. fantasy stories and science fiction books
9. When I am mad, I want to:
   - A. break something
   - B. yell at someone
   - C. be alone
10. I would tell someone who was buying a car to think about how the car:
    - A. performs
    - B. looks and rides
    - C. will resell later on
11. When I am with my friends, we are usually:
    - A. working on something
    - B. looking for a good time
    - C. talking about something

12. If someone were trying to sell me a new invention, I would wonder about:

    A. how it works
    B. who else was buying it
    C. if I could improve it

13. I eat:

    A. when I am hungry
    B. when everyone else is eating
    C. at mealtimes

14. I would rather do my homework:

    A. alone
    B. with friends
    C. at the library

15. A good time requires:

    A. money
    B. good friends
    C. good planning

16. If my city could provide only one service, I would prefer that it be:

    A. police and fire protection
    B. parks and recreation areas
    C. museums and libraries

17. My friends and I usually talk about:

    A. things
    B. other people
    C. ideas

18. When I see a beach, I think about:

    A. swimming
    B. picnicking
    C. exploring it to see what I could find there

19. I enjoy eating snacks when:

    A. I make them myself
    B. someone offers them to me
    C. I'm studying

20 If I were having trouble with a math problem, I would like to:

    A. use a calculator
    B. get help from a friend
    C. get help from the teacher

21. I would buy something if I liked the way it:

    A. looked
    B. had been advertised
    C. met my needs

22. On an airline, I would rather be the:

    A. pilot
    B. ticket agent or flight attendant
    C. navigator

23. My best friends are the ones who share my:

    A. interests
    B. other friends
    C. feelings

24. I would rather:

    A. be rich
    B. be famous
    C. have influence on other people

25. When I hear a police siren, I wonder:

    A. what law has been broken
    B. who is in trouble or hurt
    C. what the emergency is

26. My favorite part of a department store is the:

    A. hardware department
    B. clothing department
    C. book and stereo department

27. The best toy for a child would be:

    A. building blocks
    B. stuffed animals
    C. games

28. At the auto races, I would rather:

    A. work with the pit crew
    B. sell concessions (food and souvenirs)
    C. be the timekeeper

29. The number of my friends is:

    A. getting smaller
    B. getting larger
    C. staying about the same

30. I think the person who would make the best politician is:

    A. a self-employed person
    B. someone who looks good and sounds good
    C. a lawyer or a political scientist

31. When I get out of high school, I want to:

    A. work for a while
    B. travel for a while
    C. go to college or to a vocational school

32. The most important thing about gifts I receive is:

    A. how much they cost
    B. who gave them to me
    C. how much I need them

33. When I read the credits at the end of a movie, I check to see who:

    A. directed it
    B. acted in it
    C. wrote the script

34. The assignments in school that I like best are:

    A. individual projects
    B. group projects
    C. research projects

35. When I visit someone else's home, I worry about:

    A. spilling or breaking something
    B. the way I will be treated
    C. how I will fit into their routines and habits

36. I think everyone should have a:

    A. car
    B. television set
    C. savings account

37. On television, I would rather watch:

    A. a sports program
    B. a comedy-variety show
    C. a talk show

38. When something I own breaks, my first thought is that:

    A. it was poorly made
    B. I have been cheated
    C. I broke it

39. The people who work hardest at school are:

    A. the custodians or janitors
    B. the teachers
    C. the administators (principal, superintendent, etc.)

40. If I were a salesperson, I would rather sell:

    A. cars
    B. clothing
    C. insurance

41. The greatest invention so far is the:

    A. automobile
    B. telephone
    C. electric light bulb

42. The most important things provided by my state are:
    A. highways and public transportation
    B. public health and welfare
    C. schools and education

43. The tool that is most useful to me is:
    A. a screwdriver
    B. a comb or a pick
    C. a pencil

44. When I see a mountain, I think about:
    A. climbing it
    B. how to describe it
    C. creating a picture of it

45. If I saw a friend whose car had a flat tire, I could help by:
    A. changing the tire
    B. staying with my friend until help arrived
    C. going to get help

Now, imagine that you have been told that you must stay in your room for a whole month. Pick one item out of each group of three below that you would like to have with you during that month. Remember, you may select only ONE out of each group.

46. A. a dart board
    B. some magazines
    C. a deck of cards

47. A. some modeling clay
    B. some stationery (for writing letters)
    C. a musical instrument

48. A. a jigsaw puzzle
    B. a joke book
    C. a book of crossword puzzles

49. A. some exercise equipment
    B. a telephone
    C. some books

50. A. a record player and some records
    B. a radio
    C. a camera and some self-developing film

Look back over the answers you have marked for the questions above. Count up how many A's you have marked, how many B's you have marked, and how many C's you have marked. Write your totals in the spaces below.

_____ TOTAL NUMBER OF A's:
_____ TOTAL NUMBER OF B's:
_____ TOTAL NUMBER OF C's:

Now put these totals on the three columns in the Answer Chart.

Adapted from: *Mathco, Module 1*
Southwest Center for Human Relations Studies
University of Oklahoma, Norman

What Does It Mean?

Now that you have answered all of the questions and filled in your Answer Chart, study your Answer Chart and mark your results here.

_____ 1. Mostly A's
_____ 2. Mostly B's
_____ 3. Mostly C's
_____ 4. Mostly A's and B's
_____ 5. Mostly A's and C's
_____ 6. Mostly B's and C's
_____ 7. Equally A's, B's, and C's

It is now time for you to match your answers with the proper category below to learn about what careers might be in your future.

Remember: These predictions are based on your interests and attitudes right now. Interests do change as we grow up and experience new things. You can be anything you really want to be. You make your future happen.

MOSTLY A's

If most of your responses were A's, you are a person who enjoys a lot of physical activity and you are not afraid of a little hard work. You have a knack for working with machines and materials and you enjoy using your muscles as well as your mind. Your active life often leads you outdoors. You enjoy your possessions and take good care of things. You get satisfaction from the things you make and do for yourself, and your friends enjoy your self-reliance and natural ability to fix things. Some careers in your future may include: carpentry, farming and ranching, construction work, manufacturing, mechanics, transportation, studio or laboratory technology, printing occupations, and sports.

MOSTLY B's

If most of your responses were B's, you are a real "people person." You seem to have a natural ability to get along with people and to get them to do what you want them to do. You fill your life with music and laughter and provide entertainment to others in a crowd and to yourself when you are alone. You are sensitive and energetic and enjoy helping others. You work well with people and that makes you a welcome team member. Some careers in your future may include: counseling, sales careers, acting, social services, management of personnel, psychology, and public relations.

MOSTLY C's

If most of your responses were C's, you are a person who, with enough time and thought, can solve any problem. You have a flair for creativity and are well-organized. You work well with words, figures, and ideas, and enjoy problem solving. Your quick mind and sharp wit bring you many friends, but you often prefer your own company. Some careers in your future may include: research and development, writing, law, science and medicine, economics, composing, editing, and design occupations.

MOSTLY A's AND B's

If most of your responses were A's and B's, you are a person who works well with people and machines. Although you sometimes treat people like machines and machines like people, you can get the best out of both. You respect the lives and property of others and have a very practical mind that can deal with almost any situation. Some careers in your future may include: hotel/motel management, food services, police and detective work, management and administration, theatre technology, clerical occupations, dentistry, and library science.

MOSTLY A's AND C's

If most of your responses were A's and C's, you are a clear thinker who can combine the abstract world of facts and figures with the concrete world of machines and materials. You are efficient and resourceful and often combine business with pleasure. You seem to be always busy. When you are not working hard physically, you are hard at work mentally. You are able to combine creativity with practicality and discipline with talent. Some careers in your future may include: architecture, engineering, computer science medical technology, industrial research and design, fashion, advertising, and interior design and decoration.

MOSTLY B's AND C's

If most of your responses were B's and C's, your life combines an agile mind with an infectious personality. This puts you in a position to be a lot of help to a lot of people. Your friends are important to you, and your thinking and creativity are stimulated and influenced by the people in your life. Some careers in your future may include: teaching, medicine, journalism, banking, law, counseling, clergy, management and administration, and play writing and direction.

EQUALLY DIVIDED

If your responses were equally divided among A's, B's, and C's, you are a very well-rounded individual. This lets you be very adaptable and versatile. It also makes you very complex and unpredictable. Your choice of careers is wide open, but you may be drawn toward: education, medicine, law, social services, and the arts.

ANSWER CHART

A

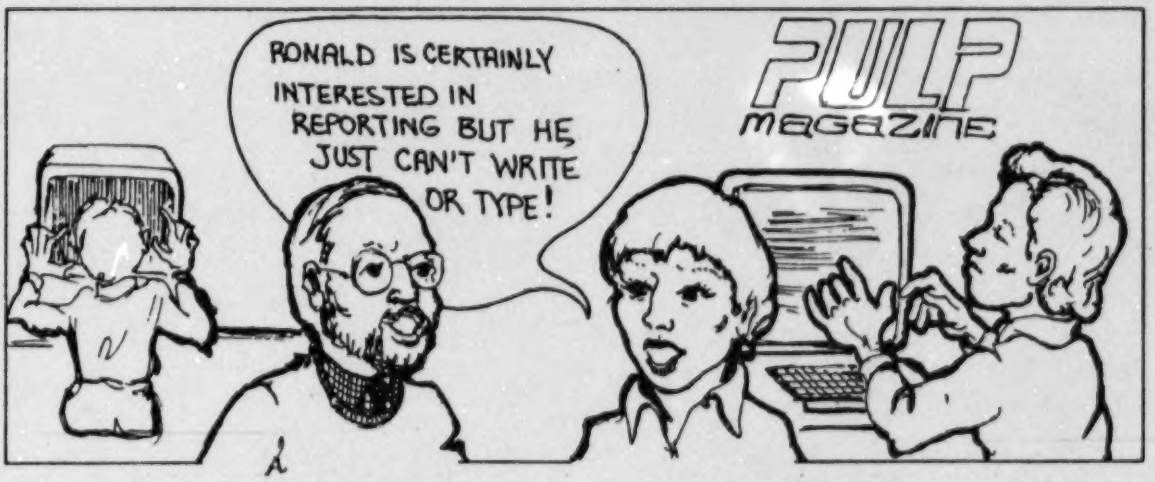
B

C

What You Should Know About **Your Aptitudes or Abilities**

Now that you have listed some things you are interested in, take a look at your aptitudes or talents, and your abilities.

Interest alone does not mean you will be successful in a career. You must also be able to perform the work.



How much aptitude or talent you have will determine how hard you have to work to develop that aptitude into an ability.

Some people have lots of talent but don't work to develop their talents into abilities. Others with less talent work hard and become skilled in a particular area.

4-13

There are different kinds of aptitudes. Some are mental and indicate that you could develop abilities that require thinking. Mental aptitudes include:

- Verbal ability, or how well you know and use language to communicate.
- Math ability, or how well you know and understand arithmetic or figures.
- Reasoning ability, or how well you can solve problems.

Some aptitudes are physical, and indicate that you can develop abilities requiring strength, speed, or coordination. Physical aptitudes include:

- Finger dexterity, or how well you can use your fingers to work with small objects.
- Manual dexterity, or how well you can use your hands.
- Eye-hand coordination, or how well your eyes and hands work together to perform a task.

Everyone has a special combination of aptitudes. Discovering yours will help you learn what careers are best for you.

What You Have Learned About **Your Aptitudes or Abilities**

A. Here is a list of occupations. Decide what type of aptitude each occupation requires. Mark your choice in one of the columns labeled MOSTLY PHYSICAL, MOSTLY MENTAL, or BOTH PHYSICAL AND MENTAL. Be prepared to tell why you made your choice.

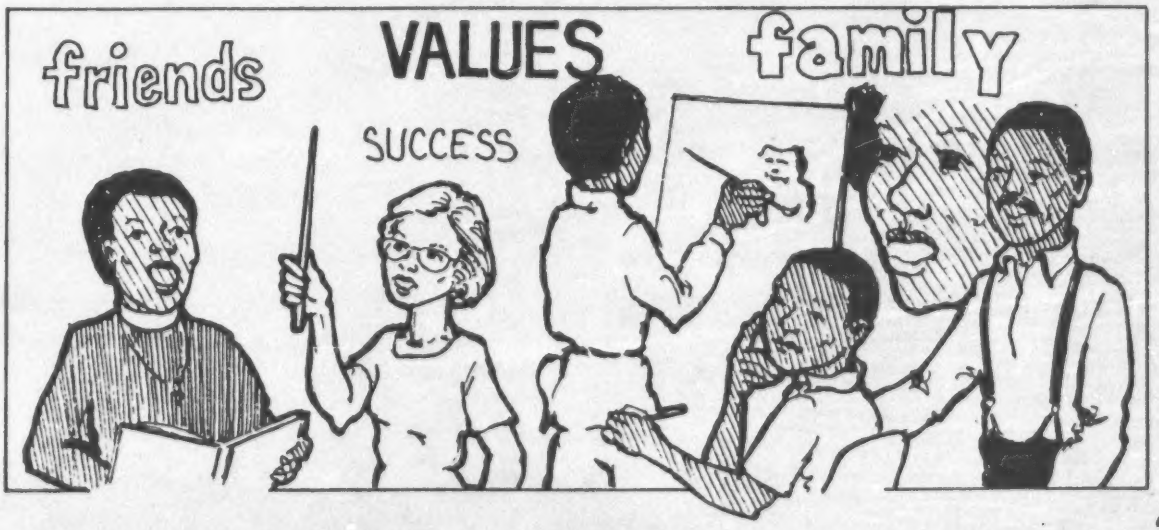
	OCCUPATION	MOSTLY PHYSICAL	MOSTLY MENTAL	BOTH PHYSICAL AND MENTAL
1.	Bank Teller			
2.	Teacher			
3.	Carpenter			
4.	Dentist			
5.	Auto Mechanic			
6.	Bricklayer			
7.	Salesperson			
8.	Grocery Clerk			
9.	Cook			
10.	Truck Driver			
11.	Police Officer			
12.	Welder			
13.	Secretary			
14.	Surgeon			
15.	Butcher			
16.	Groundskeeper			
17.	Airline Pilot			
18.	Forest Ranger			
19.	Animal Trainer			
20.	Psychiatrist			

What You Should Know About **Your Values**

Knowing yourself also includes identifying your values. Values are the things you think are important in your personal life and at work.

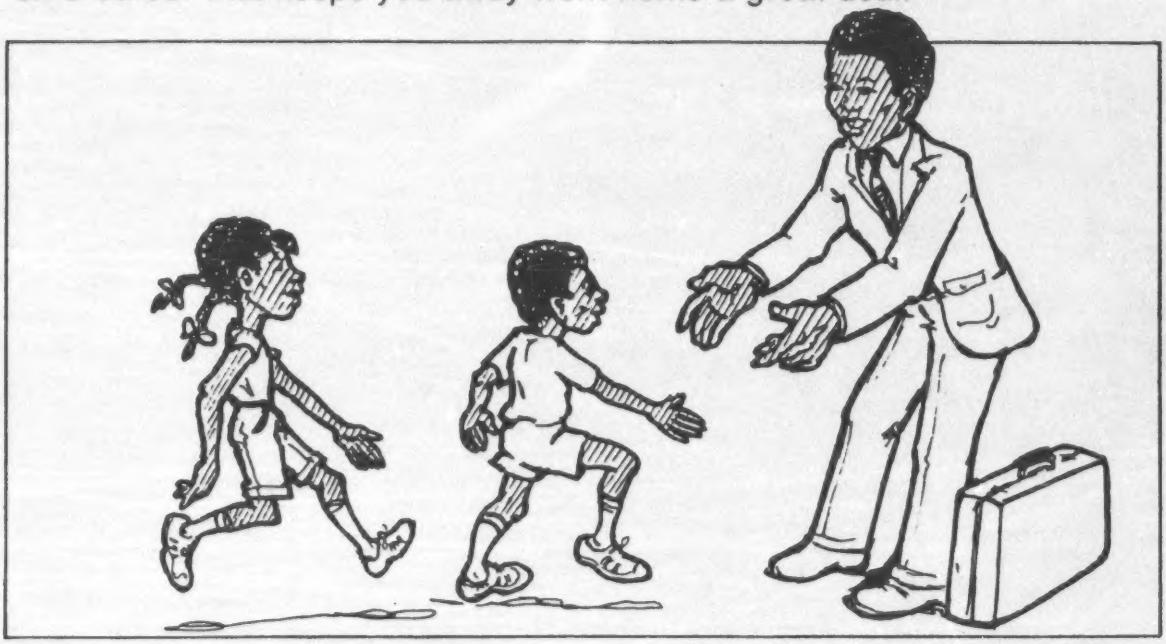
Everyone has values, but different things are important to different people.

Values are learned. You learn them from your parents, friends, school, church, and the society you live in. When you are a child you live by the values of others, but as you grow up you establish your own set of values.



Personal values are important to setting career goals. They play a large part in determining how and why you work.

If you value your family above everything else you would not want to plan on a career that keeps you away from home a great deal.



Work values are also important to achieving your career goals. Your work values are important to employers and will determine how successful you will be in your chosen career.

What You Have Learned About **Your Values**

At work, you will often have to make decisions about your values. Honesty is a quality most people value, especially employers. Is honesty one of your values? Read each situation below and answer the questions.

1. A customer's bill comes to $6.00. The cashier makes a mistake and gives the customer only $3.00 back from a ten-dollar bill. The customer doesn't notice and leaves the store. The cashier realizes the mistake and keeps the other dollar.

   Was the cashier honest? Yes No
   What might happen if the customer comes back?

   _____

   _____

   What would you have done in this case?

   _____

   _____

2. Your friend works the same shift you do. She calls and says she is going to be late. She wants you to punch her in on the time clock so she won't lose any pay.

   Is this honest? Yes No
   What would you tell your friend?

   _____

   _____

3. The store where Jim works gives employee discounts. Jim bought a sweater for Judy, using his discount. Bob heard about it and wants Jim to get something for him, too.

   Should Jim use his discount to buy things for his friends? Yes No
   What should he tell Bob? _____

   _____

   _____

What You Should Know About **Your Personality**

The final step in learning about yourself is to identify your personality or how you look and act and how others see you.

Your personality is what people react to. It is what makes them like or dislike you. Your personality makes you different from everyone else.

Your personality is made up of a number of personal characteristics, or traits. These traits show when you are with people or when you respond to something happening around you.

Personality can also affect your career choices. If you like to meet and talk with people then you might be happy working in sales, or as a teacher, counselor, or other jobs working with people.

For all jobs, employers like people with pleasant personalities. These people are easy to work with and are usually successful at their work.

What You Have Learned About **Your Personality**

Your Personality Profile

This activity will help you pick out your strong points--the parts of your personality that will make you a good employee. You may also learn that there are things you can do to improve your personality.

Read each statement and write true or false in the blank to the left. Be honest in your answers so you can really get to know yourself.

_____ 1. I get along with others my age.
_____ 2. I usually get along with my parents and teachers.
_____ 3. I'd rather let others make decisions for me.
_____ 4. I'm a little shy and don't feel right about giving orders to other people.
_____ 5. I don't mind letting others have their way sometimes.
_____ 6. I have a good sense of humor.
_____ 7. I don't work well when I have to meet deadlines.
_____ 8. I have trouble controlling my temper.
_____ 9. I get nervous or upset when I know others are depending on me.
_____ 10. I am usually cheerful.

Rating your scores:

Copy your answers on the lines below. If your answers match those here, put a 10 on the line for those answers. Only put a 10 where the answers match. Total your points.

		Your Answer	Rating
1.	True	_____	_____
2.	True	_____	_____
3.	False	_____	_____
4.	False	_____	_____
5.	True	_____	_____
6.	True	_____	_____
7.	False	_____	_____
8.	False	_____	_____
9.	False	_____	_____
10.	True	_____	_____
		Total	_____

If your score was 60 or above, you probably work well with most people, and could be comfortable in most job situations. If your score was below 60, you might not be happy in jobs that have a lot of contact with others, like a receptionist, social worker, or salesperson. You might also be uncomfortable in jobs with lots of stress or pressure, like teaching, advertising, or working on a production line with quotas.

Name: _____

Unit 4 Review

A. Match the terms in Column A with their correct definitions in Column B by drawing a line from the term to its definition.

A	B
1. Aptitude	1. Things you like to do
2. Personality	2. Talent or ability
3. Interest	3. What is important to you
4. Value	4. How you appear to others

B. Indicate whether the following are TRUE or FALSE by writing True or False in the blanks.

_____ 1. Everyone has values but they are not always the same.
_____ 2. You can develop an interest in something even if you never try doing it or experiencing it.
_____ 3. All seniors in high school will have the same aptitudes.
_____ 4. If you valued spending a great deal of time with your family, you would want to be a traveling salesperson.
_____ 5. If you are interested in a particular type of work you will automatically be able to do it.
_____ 6. Aptitudes can be mental, physical, or social.
_____ 7. People like or dislike you because of your personality.
_____ 8. When you develop career goals, you should only consider your aptitudes.
_____ 9. The values you have as an adult will be the same values you had as a child.
_____ 10. Career goals should be realistic.

C. Explain how each of the following can affect your choice of careers or occupations.

1. Interests - _____

_____

2. Aptitudes - _____

_____

3. Values - _____

_____

4. Personality - _____

_____

My evaluation shows that I understand this unit and that I am ready to continue.

_____
Student Signature

The student has completed this unit to my satisfaction and is now ready to continue.

_____
Instructor Signature